



News from the Frontier of Innovation

November 1999

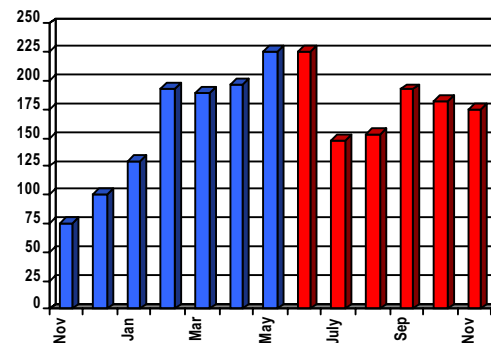
Monthly Activity Report from the Loudoun County Department of Economic Development

New Prospect Activity:

Prospect activity for the month of November remained on par with most of 1999. Further, this month prospect activity was more than twice as high as the level achieved in November 1998. During the past month the Department of Economic Development:

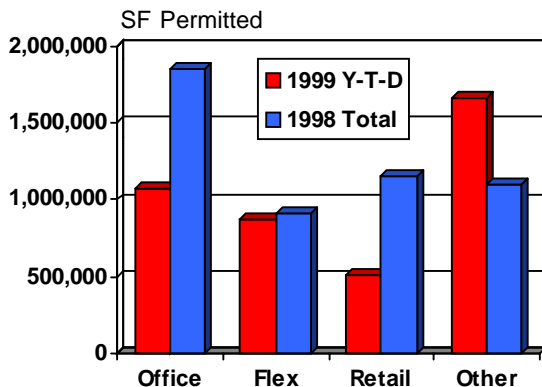
- @ Received 67 requests for general information
- @ Delivered 29 Packages/Presentations
- @ Worked with 19 new and 59 on-going prospects

Total Prospect Activity
November 1998 - November 1999



New Construction Activity:

Nonresidential Construction
1998 Total and 1999 through October




Through October 1999, the County has permitted a total of 4,133,328 square feet of nonresidential construction. The year-to-date value of new buildings (\$191,212,298) and alterations (\$52,369,427) totals over \$243 million.

Loudoun County permitted 214,953 square feet of construction during the month of October:


- Office - 64,800 SF (0 SF last month)
- Flex/Industrial - 73,300 SF (51,983 SF last month)
- Retail - 0 SF (106,648 SF last month)
- Other - 76,853 SF (83,258 SF last month)
- Taxable - 214,953 SF (173,515 SF last month)
- Route 28 - 179,700 SF (106,648 SF last month)


Announcements:


 **Litton PRC**, has leased 27,000 square feet at TransDulles. With more than 5,300 employees in 80 offices worldwide, Litton PRC is a leading provider of information technology systems-based solutions for the public sector and a pioneer in the design, development and management of standards-based open systems. The company's core capabilities are in Functional and IT Outsourcing, E-business, and Critical Information and Infrastructure Protection. Headquartered in McLean, VA, Litton PRC brings 75 new jobs to Loudoun.


 **MTI Technologies**, has leased 5,220 square feet in Loudoun Tech. MTI is an international provider of data storage management products and services. Headquartered in Anaheim, CA, the company is publically held with \$200 million in annual revenues and over 500 employees worldwide.

 **Accufleet**, signed a lease for 2,000 square feet on Shaw Road in Dulles International Park. Accufleet is one of the largest and most experienced independent FAA flammability testing centers in the country. In addition, Accufleet offers consulting services for compliance with FAA safety regulations, provides aircraft appearance services, and expert repair and manufacturing of cabin items. Accufleet brings with it 5 new jobs to the County.

 **Europa Stone Distributors** leased 4,586 square feet in Loudoun Tech. A distributor of marble, granite, stone and tile. Europa brings 12 new jobs to Loudoun.


 **Rehau** recently broke ground on a new building at their Loudoun Headquarters in Leesburg. The 76,626 square foot expansion is scheduled for completion in December 2000, and will hold approximately 200 employees when completely occupied. Established in Rehau, Germany in 1948, Rehau, a privately held polymer processing company, has administrative offices, plants and sales offices in over 30 countries.

 **Belfort Furniture** has submitted site plans for a 77,885 square foot build-to-suit warehouse space on Shaw Road in Sterling. The expansion brings 10 new jobs to Loudoun.

 **Zestron**, announced a 30,000 square foot expansion to their North American Headquarters located in Beaumeade Corporate Park. Zestron provides a line of cleaning products used in the manufacturing and assembly of electronics. This expansion brings 15 new jobs to the County.

 **Vastera**, announced a 5,000 square foot expansion to their Loudoun headquarters facility. Vastera provides fully integrated solutions for the management of international trade logistics, including regulatory compliance, management, and documentation for export and import logistics for sites throughout North & South America, Europe and Asia. The Vastera focus on country-specific trade regulations and compliance, as well as its implementation of complete solutions for its clients, has established Vastera as the industry leader in international trade logistics. Their expansion brings with it 5 new jobs.

Noteworthy:


 The **1999 Christmas in the Loudoun Valleys tree guide** is currently available. Copies may be picked up at public locations including the office of Economic Development, Loudoun Visitor Center, libraries, community centers, and the Extension Office.

 NPR recently featured a story on **High Tech Companies in the DC Suburbs**. You can hear the entire story by visiting <http://search.npr.org>.

During the month of November:

 The **BDRC** held the first in a series of **CEO Breakfasts**.

 DED staff participated in a **tour of the county for Leadership Loudoun's** new class.

 The EDC and DED were major sponsors of the annual **Loudoun Chamber Small Business Awards dinner**. DED also sponsored the **Loudoun Chamber "Forum on Careers in Information Technology."**